

BEFORE THE DELAWARE PUBLIC SERVICE COMMISSION

IN THE MATTER OF THE APPLICATION OF)
CHESAPEAKE UTILITIES CORPORATION)
FOR A GENERAL INCREASE IN ITS)
NATURAL GAS RATES AND SERVICES)
AND FOR APPROVAL OF CERTAIN OTHER)
CHANGES TO ITS NATURAL GAS TARIFF)

P.S.C. DOCKET NO. 07-

DIRECT TESTIMONY OF JENNIFER A. CLAUSIUS

On Behalf of Chesapeake Utilities Corporation

Delaware Division

Submitted for filing: July 6, 2007

1 Q. PLEASE STATE YOUR NAME, OCCUPATION AND BUSINESS ADDRESS.

2 A. My name is Jennifer A. Clausius and I am the Manager of Pricing and
3 Regulation with Chesapeake Utilities Corporation ("Chesapeake"). My business
4 address is 350 S. Queen Street, Dover, Delaware 19904.

5

6 Q. DESCRIBE BRIEFLY YOUR EDUCATION AND RELEVANT PROFESSIONAL
7 BACKGROUND.

8 A. I received a Bachelor of Science Degree in Finance from the Pennsylvania State
9 University in University Park, Pennsylvania in 1994. I received a Masters of
10 Business Administration Degree from Wilmington College in Wilmington,
11 Delaware in 2003. I was hired by Chesapeake as a Rate Analyst in February
12 2001 and promoted to a Rate Analyst II in October 2002. As a Rate Analyst I
13 have primarily been involved in the areas of gas cost recovery for the Delaware
14 and Maryland natural gas distribution divisions, environmental cost recovery,
15 rate of return analysis, and base rate proceedings for the Delaware and
16 Maryland natural gas distribution divisions. Additionally, I have worked with cost
17 of service studies and performed economic analysis related to capital
18 expenditure projects. I was promoted to Manager of Pricing and Regulation in
19 August 2005, where I have direct supervision and oversight of the pricing and
20 regulatory activities for Chesapeake's Delaware and Maryland Divisions. Prior
21 to joining Chesapeake, I was employed by Waterhouse Securities, Inc. from
22 1994 to 1999 as a Registered Representative and then as Assistant Branch
23 Manager. In these positions I held a Series 7 and Series 8 registration with the

1 National Association of Securities Dealers ("NASD"). I was also employed by
2 AT&T Solutions, Inc. as a Financial Architect from 1999 to 2000. In this position
3 I worked as an integral member of a sales team, analyzing the financial
4 profitability of potential business ventures with various large companies. From
5 2000 to 2001 I was employed by Hospital Billing and Collection Service, Ltd. as
6 a Financial Analyst. In this position I primarily had various revenue accounting
7 responsibilities and was also instrumental in the development of the budget
8 forecast.

9
10 Q. HAVE YOU PREVIOUSLY TESTIFIED BEFORE THE DELAWARE PUBLIC
11 SERVICE COMMISSION ("COMMISSION")?

12 A. Yes. I have testified before the Commission during the Delaware Division's
13 previous Gas Sales Service Rate proceedings, Environmental Rider Rate
14 proceedings, Franchise Fee proceedings, and its Firm Balancing and
15 Unaccounted for Gas Cost Methodologies proceeding.

16
17 Q. WHAT IS THE PURPOSE OF YOUR DIRECT TESTIMONY IN THIS
18 PROCEEDING?

19 A. As Manager of Pricing and Regulation for Chesapeake's Delaware Division
20 ("Delaware Division" or the "Company"), I have overall responsibility for the
21 Delaware Division's application for a general increase in its natural gas rates and
22 charges throughout its service territory in Delaware along with the other

1 requested changes to its natural gas tariff. My direct testimony consists of the
2 following subject areas:

- 3 I. Need for Rate Relief
- 4 II. Organization of Filing
- 5 III. Identification of Attachments
- 6 IV. Chesapeake Utilities Corporation Organization
- 7 V. Net Operating Income
- 8 VI. Capital Structure
- 9 VII. Overall Return Requirement
- 10 VIII. Proposed Interim Rates
- 11 IX. Cost of Service Internal Cost Studies
- 12 X. Main Extension Policy
- 13 XI. GSR Mechanism

14

15 **I. Need for Rate Relief**

16 Q. WHAT IS THE PRINCIPLE REASON FOR FILING THIS RATE CASE?

17 A. The Delaware Division of Chesapeake Utilities Corporation has been unable to
18 earn its allowed rate of return for the twelve months ended December 31, 2006,
19 which is the test year selected by the Company in this proceeding. As indicated
20 on Minimum Filing Requirement ("MFR") Schedule No. 1, the actual earned rate
21 of return for the Delaware Division during the test year was 7.32%. As a result,
22 the primary reasons for the Company's proposed rate increase relate to
23 increases in the return requirement for gas utility plant investments, a significant

1 decline in fixed margin contribution from the Company's residential, commercial
2 and industrial firm customer classes, and an increase in taxes and fees. The
3 major components of the requested rate increase are shown on Schedule C of
4 the MFR's.

5
6 Q. WHEN DID THE DELAWARE DIVISION LAST IMPLEMENT AN INCREASE IN
7 BASE RATES OR DELIVERY SERVICE RATES?

8 A. The Delaware Division adjusted its delivery service rates on August 1, 2006 and
9 January 1, 2007 in order to reflect an increase in the PSC Assessment rate from
10 \$0.002 to \$0.003 per dollar of revenue earned. However, the most recent base
11 rate increase was initiated by the Company on August 2, 2001 in Docket No. 01-
12 307. The Commission granted the Company an increase in base rates of
13 \$380,000 effective with service rendered on and after May 1, 2002, by Order No.
14 5932, dated April 16, 2002. As part of a Phase II in Docket No. 01-307, on
15 October 19, 2001 the Delaware Division filed cost of service studies. On
16 January 11, 2002 the Delaware Division filed proposed rates for each rate class
17 based on the results of the cost of service studies, proposed modifications to the
18 margin sharing mechanism for interruptible margins, off-system sales margins
19 and capacity release margins, and a proposed Area Extension or Expansion
20 Program ("AEP"). The Commission issued its final Order No. 6053 in this docket
21 on November 19, 2002.

1 Q. AS A RESULT OF THESE TWO COMMISSION ORDERS FROM THE
2 COMPANY'S LAST BASE RATE CASE PROCEEDING, WERE THERE ANY
3 ISSUES THAT CHESAPEAKE'S DELAWARE DIVISION WAS DIRECTED TO
4 ADDRESS IN ITS NEXT BASE RATE FILING?

5 A. Yes. As a result of the settlement agreement in Phase I of Docket No. 01-307
6 and Commission Order No. 5932, Chesapeake's Delaware Division was directed
7 to file a lead lag study in support of any cash working capital allowances to be
8 included in rate base.

9
10 Q. ARE THERE ANY OTHER COMMISSION ORDERS CONTAINING ISSUES
11 THE COMPANY COULD ADDRESS IN ITS NEXT BASE RATE FILING?

12 A. Yes. In PSC Docket No. 05-322, the Delaware Division filed a request for an
13 alternative rate design and rate structure in order to serve potential customers
14 located in eastern Sussex County, Delaware. In that docket, the Company had
15 filed a request with the Commission for approval to place the proposed rates into
16 effect on a temporary basis, subject to refund, pending the completion of that
17 proceeding. On February 27, 2007, in Order No. 7137, the Commission denied
18 the Company's request; however, it granted the Delaware Division approval to
19 include its proposed alternative rate design and rate structure as part of the
20 overall rate design in its next base rate proceeding.

21

22 Q. ARE THERE ANY OTHER ISSUES?

1 A. Yes. As part of the settlement agreement pending before the Commission in the
2 Company's most recent Gas Sales Service Rate ("GSR") proceeding, PSC
3 Docket No. 06-287F, the parties agreed to address the Company's margin
4 sharing and unaccounted for gas mechanisms in the next base rate proceeding.
5

6 Q. HAS CHESAPEAKE'S DELAWARE DIVISION COMPLIED WITH THE
7 REQUIREMENTS OF THESE PRIOR COMMISSION ORDERS AND THE GSR
8 SETTLEMENT AGREEMENT IN THIS BASE RATE APPLICATION FILING?

9 A. Yes. The Delaware Division has completed a lead-lag study in support of cash
10 working capital. This study was performed by Kathryn McVay and the results
11 are included in her testimony. Additionally, the Delaware Division is proposing
12 an alternative rate design and rate structure for eastern Sussex County,
13 Delaware. This proposal is contained in the testimony of Jeffrey Tietbohl.
14 Finally, the Company has proposed modifications to its margin sharing
15 mechanism as outlined in the testimony of Jeff Householder.
16

17 Q. WHAT IS THE TEST YEAR AND TEST PERIOD THAT THE COMPANY
18 PROPOSES TO UTILIZE IN THIS PROCEEDING?

19 A. The proposed test year is the twelve months ended December 31, 2006 and the
20 test period is the twelve months ending March 31, 2007, as adjusted.

1 II. Organization of Filing

2 Q. PLEASE EXPLAIN HOW THE DELAWARE DIVISION'S RATE APPLICATION
3 FILING IS ORGANIZED.

4 A. The Company's rate application filing is contained in three (3) separate
5 notebooks or volumes. Notebook 1 of 3 contains the Company's base rate
6 application, briefing sheet, the proposed interim natural gas tariff, a redlined
7 version of the proposed interim tariff, the full proposed tariff, a redlined version
8 of the Company's full proposed tariff and the Minimum Filing Requirements.
9 Notebook 2 of 3 contains the pre-filed direct testimonies and attachments of
10 witnesses Jennifer A. Clausius, Jeffrey R. Tietbohl, Matthew Dewey, Kathryn G.
11 McVay, Joseph D. Steinmetz, Paul R. Moul, and Paul M. Normand on behalf of
12 Chesapeake Utilities Corporation-Delaware Division. Notebook 3 of 3 contains
13 the pre-filed testimony and attachments of witness Jeff Householder on behalf of
14 Chesapeake. The Company is presenting a total of eight witnesses in this
15 proceeding, including myself. Mr. Jeffrey R. Tietbohl, Director of Natural Gas
16 Distribution for Chesapeake's Delaware and Maryland Divisions will be
17 presenting testimony outlining the anticipated short-term and long-term business
18 plans of the Delaware Division as it relates to transportation service and gas
19 sales service options for consumers. He will also be addressing the Company's
20 proposed alternative rate design for current and potential residential customers
21 in eastern Sussex County, Delaware. Mr. Matthew Dewey, Director of Business
22 Unit Accounting, primarily addresses the Company's cost accounting settlement
23 processes and is responsible for forecasting the Delaware Division's operating

1 and maintenance expenses for the Test Period. Ms. Kathryn G. McVay, an
2 independent consultant, addresses the projected Test Period rate base utilized
3 in this filing as well as the lead lag study performed to support cash working
4 capital. Mr. Joseph D. Steinmetz, Director of Financial Reporting, provides
5 support for the income taxes included in the cost of service and deferred income
6 taxes included in the rate base. Mr. Paul R. Moul, a management consultant on
7 cost of capital, demonstrates that a reasonable return on equity in this
8 proceeding is 11.50% with an overall rate of return of 9.68%. Mr. Paul
9 Normand, a management consultant on depreciation, will be presenting the
10 results of the Company's depreciation study. Mr. Jeff Householder, a regulatory
11 consultant, will be presenting the Company's proposed aggregated
12 transportation program, its proposed rate classes and rate design, its proposed
13 revenue normalization mechanism as well as supporting the proposed natural
14 gas tariff.

15
16 **III. Identification of Attachments**

17 Q. DO YOU SPONSOR ANY ATTACHMENTS IN SUPPORT OF YOUR
18 TESTIMONY?

19 A. Yes, I do. All of the Minimum Filing Requirement Schedules included with the
20 Company's application were prepared under my direction and supervision and
21 are based upon information derived from the books and records of the
22 Company. Attachment JAC-1, consisting of one page, is a summary of
23 Chesapeake Delaware Division's Revenue Requirement in this proceeding and

1 shows the adjustments made to net operating income to arrive at the Company's
2 Test Period revenue deficiency. Attachment JAC-2, consisting of two pages,
3 provides a summary of the Delaware Division's interim rate derivation in this
4 application based on the Company's revenue deficiency outlined in Attachment
5 JAC-1 and the Company's current rate classes. Attachment JAC-3, consisting
6 of four pages, contains the Company's proposed pre-determined conditions and
7 variables for its main extension policy.

8
9 **IV. Chesapeake Utilities Corporation Organization**

10 Q. PLEASE DESCRIBE CHESAPEAKE UTILITIES CORPORATION'S
11 ORGANIZATIONAL STRUCTURE.

12 A. Chesapeake Utilities Corporation is a diversified utility company engaged in
13 natural gas distribution, transmission and marketing, propane distribution and
14 wholesale marketing, and advanced information services.

15 Chesapeake's natural gas distribution operations serve approximately 59,100
16 residential, commercial and industrial customers in Delaware, Maryland and
17 Florida. In Delaware and Maryland, it operates as Chesapeake Utilities
18 Corporation. The Delaware Division serves southern New Castle County and is
19 the only natural gas distribution system serving Delaware's Kent and Sussex
20 counties. The Maryland Division operates the only natural gas distribution
21 system, with the exception of one municipal system, on Maryland's Eastern
22 shore. In Florida, Chesapeake operates as Central Florida Gas ("CFG"), serving
23 residential, commercial and industrial customers in four counties and

commercial and industrial customers in nine additional counties. Chesapeake's natural gas marketing subsidiary, Peninsula Energy Services Company, Inc. ("PESCO"), markets natural gas to commercial and industrial customers throughout the state of Florida. The relative size of the operations in each of the jurisdictions is shown in the following table that provides deliveries and average number of customers for the year 2006.

**Chesapeake Utilities Corporation Natural Gas Distribution
For the Year 2006**

<u>Deliveries in MMcf</u>	<u>Total</u>	<u>Delaware</u>	<u>Maryland</u>	<u>Florida</u>
<u>Firm:</u>				
Residential	2,460	1,685	481	294
Commercial & Industrial	1,912	1,365	547	0
Transportation	15,910	344	144	15,422
<u>Interruptible:</u>	<u>866</u>	<u>483</u>	<u>383</u>	<u>0</u>
Total Deliveries	<u>21,148</u>	<u>3,877</u>	<u>1,555</u>	<u>15,716</u>
<u>Number of Customers</u>	<u>Total</u>	<u>Delaware</u>	<u>Maryland</u>	<u>Florida</u>
<u>Firm:</u>				
Residential	53,198	30,372	10,163	12,663
Commercial & Industrial	4,688	2,988	1,700	0
Transportation	1,102	17	18	1,067
<u>Interruptible:</u>	<u>120</u>	<u>89</u>	<u>31</u>	<u>0</u>
Total Customers	<u>59,108</u>	<u>33,466</u>	<u>11,912</u>	<u>13,730</u>

1 Chesapeake's natural gas transmission subsidiary, Eastern Shore Natural Gas
2 Company ("ESNG"), operates an interstate pipeline system that transports
3 natural gas through interconnects with two upstream interstate pipeline systems
4 in southeastern Pennsylvania and northern Delaware. The pipeline transports
5 and delivers natural gas through 366 miles of transmission pipeline to
6 Chesapeake's Delaware and Maryland Divisions, as well as four non-affiliated
7 local distribution companies, three electric generation customers and 12
8 industrial customers located in Delaware, the Eastern Shore of Maryland and
9 Pennsylvania. Eastern Shore Natural Gas Company is regulated by the Federal
10 Energy Regulatory Commission ("FERC").

11 Based in Salisbury, Maryland, Chesapeake's wholly owned propane distribution
12 subsidiary, Sharp Energy, Inc., distributes propane to approximately 33,300
13 residential, commercial and industrial customers in Delaware, Maryland, Virginia,
14 Pennsylvania and Florida. Chesapeake's propane marketing subsidiary, Xeron,
15 Inc., based in Houston, Texas, markets propane to large independent oil and
16 petrochemical companies, resellers and propane distribution companies located
17 in the southeastern region of the country.

18 BravePoint, Chesapeake's wholly owned advanced information services
19 business, is headquartered in Norcross, Georgia. BravePoint provides domestic
20 and international clients with information technology-related business services
21 and solutions for both enterprise and e-business applications.

1 Chesapeake's other subsidiaries include Skipjack, Inc. and Eastern Shore Real
2 Estate, Inc., which both own and lease property, primarily to affiliates of
3 Chesapeake.

4

5

V. Net Operating Income

6 Q. WHAT ARE THE COMPONENTS OF THE DELAWARE DIVISION'S NET
7 OPERATING INCOME ("NOI") FOR THE TEST YEAR ENDED DECEMBER 31,
8 2006?

9 A. Net Operating Income for the Test Year is comprised of actual results of
10 operations for the twelve month period ended December 31, 2006 and is shown
11 on MFR Schedule No. 3 as follows:

12 Operating Revenues
13 Operating Expenses
14 Interest on Customer Deposits
15 Taxes Other Than Income
16 Net Operating Income
17 Total Operating Taxes
18 Net Operating Income
19 Allowance for Funds Used During Construction
20 Net Income Available for Return

21

22 Q. ARE THE COMPONENTS THE SAME FOR THE TEST PERIOD ENDING
23 MARCH 31, 2007?

1 A. Yes, the components in NOI for the Test Year ended December 31, 2006 are
2 the same for the Test Period ending March 31, 2007.

3
4 Q. ARE THERE ANY DIFFERENCES IN THE METHODOLOGY USED IN
5 CALCULATING THE TEST YEAR AND TEST PERIOD NET OPERATING
6 INCOME?

7 A. Yes. The Test Year ended December 31, 2006 NOI was based upon an actual
8 twelve-month experience. The Test Period ending March 31, 2007 NOI was
9 determined by adjusting the Test Year amounts to annualize costs for known
10 and measurable changes in an effort to properly match expenses with sales
11 during the period in which the proposed rates will be in effect, and to properly
12 reflect transactions as they would be expected to occur in a "normal year."

13
14 Q. PLEASE EXPLAIN HOW THE DELAWARE DIVISION'S TEST PERIOD
15 OPERATING REVENUES, AS SHOWN IN MFR SCHEDULE 3-A, WERE
16 CALCULATED.

17 A. As shown on Schedule No. 3-A-1, Test Year heat sensitive firm revenues have
18 been adjusted to reflect sales levels expected in a normal degree day year and
19 also adjusted to reflect the number of customers projected to be on the
20 distribution system at the end of the Test Period. The determination of a normal
21 degree day year is based upon weather data for a ten-year average of degree
22 days for the months of January 1996 through December 2006. Interruptible
23 sales levels for Propane Parity Service, No. 2 Fuel Oil Parity Service, and No. 6

1 Fuel Oil Parity Service were adjusted on an individual customer basis using
2 historical sales levels. The Company is also proposing a minimum usage
3 requirement for its interruptible customer rate schedule of 100,000 Ccf annually,
4 therefore all current interruptible customers using less than 100,000 Ccf
5 annually, were moved to a firm rate class.

6
7 Q. WHAT ABOUT OFF-SYSTEM SALES CUSTOMERS?

8 A. As discussed further in the testimony of Jeff Householder, the Delaware Division
9 will no longer be providing an off-system sales service to customers, therefore all
10 margins associated with these transactions have been eliminated from the Test
11 Period.

12
13 Q. IS THE DELAWARE DIVISION PROPOSING ANY CHANGES TO ITS RATE
14 SCHEDULES?

15 A. Yes. As described in greater detail in the testimony of Jeff Householder, the
16 Delaware Division is proposing several changes to its rate schedules. MFR
17 Schedule E and Schedule 3-A are included at both the Company's current and
18 proposed rate schedules. The Company determined which proposed rate
19 schedule to move its customers into based on actual consumption per customer
20 for the twelve months ended December 31, 2006.

21
22 Q. WERE THERE ANY ADJUSTMENTS DUE TO CUSTOMERS MOVING
23 BETWEEN THE EXISTING RATE CLASSES?

1 A. Yes. An additional adjustment has been made to reflect one hundred and sixty-
2 five (165) firm customers moving to firm transportation service, resulting in a
3 reduction in gas cost revenue. These adjustments will be further addressed in
4 the rate design testimony of Mr. Householder.

5
6 Q. PLEASE EXPLAIN HOW THE DELAWARE DIVISION'S TEST PERIOD
7 OPERATING EXPENSES WERE CALCULATED AS SHOWN ON SCHEDULE
8 3-B.

9 A. A summary of Test Period adjustments made to operating expenses and net
10 operating income is provided on the Revenue Requirement summary schedule
11 provided in Attachment JAC-1 and more thoroughly documented in the Direct
12 Testimony of Mr. Matthew Dewey.

13
14 Q. DID THE DELAWARE DIVISION INCLUDE ANY PROPOSED CHANGE IN THE
15 DEPRECIATION RATES IN THIS PROCEEDING?

16 A. Yes. As mentioned previously in my testimony, a depreciation study was
17 completed by Management Applications Consulting and the rates derived as a
18 result of that study are included in this filing.

19
20 Q. HOW WERE REGULATORY COMMISSION EXPENSES CALCULATED FOR
21 THIS FILING?

22 A. Chesapeake estimates its cost of filing this rate case at approximately \$428,000.
23 This estimate is based on actual expenses from the Company's most recent

1 case, with an upward adjustment due to the complexity of the issues contained
2 in this application. Chesapeake also included dollars related to Regulation
3 Docket No. 59 dealing with Commission policy decisions on revenue decoupling,
4 which is pending. These costs were assumed to be amortized over a five-year
5 period along with normal regulatory expenses, in which a five-year average was
6 included. In addition, included in regulatory expense are dollars associated with
7 prior proceedings which have been deferred until Chesapeake's next base rate
8 proceeding, as mentioned earlier in my testimony. These include the
9 Company's prior Gas Supply Plan review, Hedging Program review, Alternative
10 Rate Design docket, as well as an under collection resulting from Chesapeake's
11 change in delivery service rates from August 1, 2006 through December 31,
12 2006 to collect the incremental PSC Assessment from its customers. These
13 costs are assumed to be amortized over a three-year period. Overall, this
14 results in an adjustment to Regulatory Commission Expense of \$66,771.

15 16 **VI. Capital Structure**

17 Q. HOW WAS THE PROPOSED TEST PERIOD CAPITAL STRUCTURE
18 DETERMINED?

19 A. The proposed Test Period capital structure is based upon the estimated long-
20 term debt balances and effective cost rates and Common Equity balance at
21 March 31, 2007 for Chesapeake Utilities Corporation. This is comprised of
22 38.19% Long-Term Debt and 61.81% Common Equity.

1 Q. WHAT IS THE DELAWARE DIVISION'S PROPOSED OVERALL RATE OF
2 RETURN IN THIS PROCEEDING?

3 A. As shown below and on Schedule No. 4, the Delaware Division proposes an
4 overall rate of return of 9.68% for the Test Period.

	<u>Ratio</u>	<u>Effective Cost Rate</u>	<u>Weighted Cost of Capital</u>
5 Long-Term Debt	38.19%	6.74%	2.57%
6 Common Equity	<u>61.81%</u>	11.50%	<u>7.11%</u>
7 Total Cost of Capital	<u>100.00%</u>		<u>9.68%</u>

10

11 Mr. Paul R. Moul testifies that the appropriate cost of Common Equity for the
12 Delaware Division in this proceeding is 11.50%, with the Company's proposed
13 Revenue Normalization Mechanism. The effective long-term debt cost rate
14 utilized is for Chesapeake Utilities Corporation at March 31, 2007.

15

16 **VII. Overall Return Requirement**

17 Q. WHAT IS THE PROPOSED RETURN REQUIREMENT FOR THE DELAWARE
18 DIVISION IN THIS BASE RATE PROCEEDING?

19 A. As shown on Schedule No. 1, the proposed Test Period return requirement is
20 \$4,203,034. This is based upon a Test Period rate base of \$43,419,770 and a
21 proposed overall rate of return of 9.68%. The Company is proposing to increase
22 its revenue by \$1,895,668, or approximately 3.25% of total Test Period operating

1 revenue to achieve the forecasted return requirement. The detail behind this
2 calculation is included herein as Attachment JAC-1.

3
4 **VIII. Proposed Interim Rates**

5 Q. WHAT GENERAL GUIDELINES DID THE COMPANY FOLLOW IN DESIGNING
6 ITS PROPOSED INTERIM RATES?

7 A. The Company is proposing to design its interim rates based upon the full
8 revenue deficiency amount of \$1,895,668 and based on its current rate classes.
9 For Chesapeake's Delaware Division, according to the Delaware statute under
10 Del. C. §306(c) the maximum amount of revenue allowed under bond is
11 \$2,500,000. Chesapeake's Delaware Division, as demonstrated on Attachment
12 JAC-2, spread this interim rate increase equally to all firm rate classes based on
13 their Delivery Service revenue. Please see Attachment JAC-2 for a summary of
14 the rate derivation and proposed natural gas tariff rates. The Company is
15 proposing these interim rates to become effective with service rendered on and
16 after September 4, 2007 pursuant to 26 Del. C. §306(c).

17
18 Q. IS THE COMPANY SUBMITTING A COST OF SERVICE STUDY IN SUPPORT
19 OF THIS BASE RATE APPLICATION?

20 A. Yes. Cost of service studies, both at the current and proposed rate classes, are
21 included in this filing and are outlined in the testimony of Mr. Jeff Householder.

1 **IX. Cost of Service Internal Cost Studies**

2 Q. DID THE COMPANY PERFORM ANY INTERNAL COST STUDIES RELATED
3 TO ITS COST OF SERVICE?

4 A. Yes. The Company performed several internal cost studies in deriving the
5 external and internal allocators referenced in its cost of service studies. These
6 internal costs studies were performed assuming both the Company's current
7 rate classes as well as Chesapeake's proposed rate classes. The data included
8 in the cost studies corresponds to the Test Year and Test Period information
9 used in this proceeding. It includes items such as an analysis of plant data by
10 account, operating costs, sales revenue as well as customer usage details.

11

12 **X. Main Extension Policy**

13 Q. IS CHESAPEAKE PROPOSING ANY CHANGES TO ITS MAIN EXTENSION
14 POLICY IN THIS FILING?

15 A. Yes. Chesapeake instituted its current main extension policy for residential
16 developments with main extensions over 500' on a trial basis as a result of the
17 settlement agreement in PSC Docket No.97-72T, Remand. The parties to that
18 docket then agreed to address Chesapeake's Main Extension Policy as part of
19 the Company's proposed alternative rate design and rate structure docket, PSC
20 Docket No. 05-322. With the Company proposing to combine the proposals
21 raised in that docket, with the items contained in this case, Chesapeake is
22 proposing modifications to its Main Extension Policy in this docket. Included is

1 Attachment JAC-3, which is a redlined and clean draft of the Pre-Determined
2 Conditions and Variables for the Internal Rate of Return Model ("IRRM") that the
3 Company is proposing. At this time, Chesapeake is not proposing any changes
4 to the six times test used for commercial and industrial economic analyses as
5 well as the conversion of residential developments and residential developments
6 with main extensions of less than 500'.
7

8 **XI. GSR Mechanism**

9 Q. WHAT CHANGE IS THE COMPANY PROPOSING TO ITS GSR MECHANISM?

10 A. As mentioned in further detail in the testimony of Jeff Householder, Chesapeake
11 is proposing to modify its GSR charge from a separate rate schedule contained
12 in its natural gas tariff to a clause referenced on the rate schedules for
13 residential customers and general sales customers. As far as the actual
14 mechanism itself, Chesapeake is proposing to eliminate the multiple GSR
15 charges currently in effect and institute a single system average rate.
16

17 Q. WHY IS CHESAPEAKE PROPOSING TO ELIMINATE ITS MULTIPLE GSR
18 CHARGES?

19 A. As a result of the Company's proposed aggregated transportation program,
20 Chesapeake anticipates an increase in the number of customers choosing to
21 purchase natural gas from a third-party supplier instead of through the
22 Company's GSR mechanism. Additionally, the Company is proposing to
23 eliminate the majority of the rate classes that are served by separate GSR

1 charges. For these reasons, the Company no longer feels it is reasonable to
2 continue to retain three separate GSR charges for its remaining customers.

3

4 Q. IS THE COMPANY PROPOSING ANY CHANGES TO THE WAY ITS GSR
5 CHARGE IS CALCULATED?

6 A. No. The Company is not proposing any changes to the methodology of the
7 calculation of the projected gas costs; the Company is merely proposing to
8 eliminate the multiple charges in favor of a single system average rate.

9

10 Q. IS THE INFORMATION SET FORTH IN ATTACHMENTS JAC-1, JAC-2, and
11 JAC-3 TRUE AND CORRECT TO THE BEST OF YOUR KNOWLEDGE AND
12 BELIEF?

13 A. Yes, it is.

14

15 Q. DOES THIS CONCLUDE YOUR TESTIMONY?

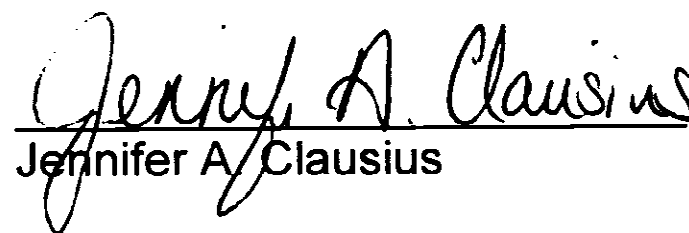
16 A. Yes, it does.

DATED: JULY 6, 2007

STATE OF DELAWARE)
)
COUNTY OF KENT) SS:

AFFIDAVIT OF JENNIFER A. CLAUSIUS

JENNIFER A. CLAUSIUS, being first duly sworn according to law, on oath deposes and says that she is the witness whose testimony appears as the "Direct Testimony of Jennifer A. Clausius, on behalf of Chesapeake Utilities Corporation, Delaware Division;" that, if asked the questions which appear in the text of the direct testimony, she would give the answers that are therein set forth; and that she adopts this testimony as her sworn direct testimony in these proceedings.


Jennifer A. Clausius

Then personally appeared this 6th day of July 2007, the above-named Jennifer A. Clausius and acknowledged the foregoing Testimony to be her free and voluntary deed. Before me,


Carolyn Mae Smith
Notary Public
My Commission Expires: 3/21/2010

Chesapeake Utilities Corporation
Delaware Division
Revenue Requirement Calculation

Description	Actual Twelve Months Ended 31-Dec-2008	Sales & Revenue Adjustment	Forecast Adjustment	Settlement Rate Adjustment	Payroll & Benefits Adjustment	Workers Comp & Insurance Adjustment	Depreciation Adjustment	Regulatory Commission Adjustment	Bad Debt Adjustment	Non-Payroll Taxes Other than Income	Merchant Fee Adjustment	Facilities Adjustment	Income Tax Adjustment	Misc Adjustment	Interest Synchronization Adjustment	Pro Forma Test Period Before Increase	Proposed Increase	Pro Forma Test Period After Increase
Operating Revenues	\$77,646,963	(\$19,251,141)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$58,395,822	\$1,895,668	\$60,291,490
Cost of Gas	63,158,628	(\$20,136,763)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$43,021,865	\$0	\$43,021,865
Gross Margin	\$14,488,335	\$885,622	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$15,373,957	\$1,895,668	\$17,269,625
Operation & Maintenance Expenses:																		
Operations & Maintenance	6,276,974	\$0	\$155,127	(\$48,932)	\$619,763	\$10,283	\$25,326	\$81,090	\$38,513	\$0	(\$145,397)	\$137,056	\$0	\$407	\$0	\$7,150,210	\$4,976	\$7,155,186
Depreciation	2,513,516	\$0	\$0	\$0	\$0	\$0	(\$217,630)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$2,295,886	\$0	\$2,295,886
Amortization	86,139	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$86,139	\$0	\$86,139
Taxes Other Than Income	1,133,721	\$0	(\$44,813)	(\$352)	\$24,350	\$0	\$0	\$0	\$0	\$236,520	\$0	\$0	\$0	\$0	\$0	\$1,349,426	\$5,687	\$1,355,113
Interest on Customer Deposits	38,851	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$38,851	\$0	\$38,851
Total Expenses	\$10,049,201	\$0	\$110,314	(\$49,284)	\$644,113	\$10,283	(\$192,304)	\$81,090	\$38,513	\$236,520	(\$145,397)	\$137,056	\$0	\$407	\$0	\$10,920,512	\$10,663	\$10,931,175
Net Operating Income Before Tax	4,439,134	\$885,622	(\$110,314)	\$49,284	(\$644,113)	(\$10,283)	\$192,304	(\$81,090)	(\$38,513)	(\$236,520)	\$145,397	(\$137,056)	\$0	(\$407)	\$0	\$4,453,445	\$1,885,005	\$6,338,450
Income Taxes	\$1,314,341	\$360,050	(\$44,848)	\$20,036	(\$261,884)	(\$4,181)	\$78,181	(\$32,867)	(\$15,857)	(\$86,157)	\$59,111	(\$55,720)	(\$83,247)	(\$165)	\$132,157	\$1,369,070	\$766,346	\$2,135,416
Net Operating Income After Tax	\$3,124,793	\$525,572	(\$65,466)	\$29,248	(\$382,249)	(\$6,102)	\$114,123	(\$48,123)	(\$22,856)	(\$140,363)	\$86,286	(\$81,336)	\$83,247	(\$242)	(\$132,157)	\$3,084,375	\$1,118,659	\$4,203,034
AFUDC	0														\$0	\$0	\$0	\$0
Net Operating Income Before Other Interest	\$3,124,793	\$525,572	(\$65,466)	\$29,248	(\$382,249)	(\$6,102)	\$114,123	(\$48,123)	(\$22,856)	(\$140,363)	\$86,286	(\$81,336)	\$83,247	(\$242)	(\$132,157)	\$3,084,375	\$1,118,659	\$4,203,034
Less: Other Interest / Interest on LTD	1,440,858														(\$325,070)	\$1,115,888		\$1,115,888
NOI Applicable to Common Equity	\$1,683,935	\$525,572	(\$65,466)	\$29,248	(\$382,249)	(\$6,102)	\$114,123	(\$48,123)	(\$22,856)	(\$140,363)	\$86,286	(\$81,336)	\$83,247	(\$242)	\$192,813	\$1,968,487	\$1,118,659	\$3,087,146
Capital Structure:																		
Long-term Debt	16,582,010														\$0	\$16,582,010		\$16,582,010
Common Equity	26,837,760														\$0	\$26,837,760		\$26,837,760
Total Capital	\$43,419,770	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$43,419,770	\$0	\$43,419,770
Overall Rate of Return	7.20%														7.10%		9.88%	
Return on Equity	6.27%														7.33%		11.50%	
Return Requirement	\$4,203,034															\$4,203,034		\$4,203,034
Return Deficiency	\$1,078,241	(\$525,572)	\$65,466	(\$29,248)	\$382,249	\$6,102	(\$114,123)	\$48,123	\$22,856	\$140,363	(\$86,286)	\$81,336	(\$83,247)	\$242	\$132,157	\$1,118,659	(\$1,118,659)	(\$0)
Revenue Conversion Factor	1.69459	1.69459	1.69459	1.69459	1.69459	1.69459	1.69459	1.69459	1.69459	1.69459	1.69459	1.69459	1.69459	1.69459	1.69459	1.69459	1.69459	1.69459
Revenue Deficiency	\$1,827,176	(\$890,626)	\$110,838	(\$49,563)	\$847,755	\$10,340	(\$193,362)	\$81,549	\$38,732	\$237,857	(\$146,218)	\$137,831	(\$141,070)	\$410	\$223,952	\$1,895,668	(\$1,895,668)	\$0

Chesapeake Utilities Corporation - Delaware Division
Rate Derivation Model
Proposed Interim Rates
Based on a Rate Increase of \$1,895,668

Customer Class	Rate Blocks	Volumes (Mcf)	Current Rates	Calculated Delivery Service Revenue	Calculated Rate Increase	13.03%	Calculated Delivery Service Revenue	Calculated Rates	Proposed Rates	Proposed Delivery Service Revenue	Proposed Rate Increase
RSO	Customers	1,153	\$ 9,500	\$131,442	\$17,130		\$148,572	\$10.74	\$10.75	\$148,737	\$17,295
	First 2.0	14,604	\$ 6,070	\$88,646	\$11,553		\$100,199	\$6.86	\$6.90	\$100,768	\$12,121
	Next 3.0	3,334	\$ 4,220	\$14,069	\$1,834		\$15,903	\$4.77	\$4.75	\$15,837	\$1,767
	Over 5.0	1,765	\$ 1,780	\$3,142	\$409		\$3,551	\$2.01	\$2.00	\$3,530	\$388
RSO Total		19,703		\$237,299	\$30,926		\$268,225			\$268,871	\$31,572
RSH	Customers	29,927	\$ 9,500	\$3,411,678	\$444,630		\$3,856,308	\$10.74	\$10.75	\$3,860,583	\$448,905
	First 2.0	580,073	\$ 6,070	\$3,521,043	\$458,883		\$3,979,926	\$6.86	\$6.90	\$4,002,504	\$481,461
	Next 3.0	501,812	\$ 4,220	\$2,117,647	\$275,984		\$2,393,631	\$4.77	\$4.75	\$2,383,607	\$265,960
	Over 5.0	799,485	\$ 1,780	\$1,423,083	\$185,465		\$1,608,548	\$2.01	\$2.00	\$1,598,970	\$175,887
RSH Total		1,881,370		\$10,473,451	\$1,364,962		\$11,838,413			\$11,845,664	\$1,372,213
Total Residential Service				\$10,710,751	\$1,395,889		\$12,106,639			\$12,114,535	\$1,403,784
GS	Customers	2,355	\$ 17,500	\$494,550	\$64,453		\$559,003	\$19.78	\$19.50	\$551,070	\$56,520
	First 2.0	35,721	\$ 6,570	\$234,687	\$30,586		\$265,273	\$7.43	\$7.50	\$267,908	\$33,221
	Next 3.0	36,952	\$ 4,470	\$165,175	\$21,527		\$186,702	\$5.05	\$5.05	\$186,608	\$21,432
	Over 5.0	153,536	\$ 1,970	\$302,466	\$39,419		\$341,885	\$2.23	\$2.25	\$345,456	\$42,990
GS Total		226,209		\$1,196,878	\$155,984		\$1,352,863			\$1,351,041	\$154,163
MVS	Customers	345	\$ 40,000	\$165,600	\$21,582		\$187,182	\$45.21	\$45.50	\$188,370	\$22,770
	First 20.0	60,842	\$ 3,160	\$192,261	\$25,057		\$217,317	\$3.57	\$3.60	\$219,031	\$26,770
	Over 20.0	159,187	\$ 1,440	\$229,229	\$29,875		\$259,104	\$1.63	\$1.60	\$254,699	\$25,470
		220,029		\$587,090	\$76,513		\$663,603			\$662,100	\$75,010
MVS Total											
LVS	Customers	157	\$ 60,000	\$113,040	\$14,732		\$127,772	\$67.82	\$67.50	\$127,170	\$14,130
	First 100.0	138,507	\$ 3,720	\$515,246	\$67,150		\$582,396	\$4.20	\$4.15	\$574,804	\$59,558
	Over 100.0	572,351	\$ 0.920	\$526,561	\$68,625		\$595,185	\$1.04	\$1.05	\$600,969	\$74,408
		710,858		\$1,154,847	\$150,507		\$1,305,353			\$1,302,943	\$148,096
LVS Total											
HLFS	Customers	269	\$ 40,000	\$129,120	\$16,828		\$145,948	\$45.21	\$45.25	\$146,067	\$16,947
	All Consumption	746,535	\$ 1,020	\$761,468	\$99,239		\$860,707	\$1.15	\$1.15	\$858,515	\$97,048
		746,535		\$890,588	\$116,067		\$1,006,654			\$1,004,582	\$113,995
HLFS Total											
NCR	Customers	1	\$ 40,000	\$480	\$0		\$480	\$40.00	\$45.25	\$543	\$63
	All Consumption	56,750	\$ 0.550	\$31,213	\$0		\$31,213	\$0.55	\$0.55	\$31,213	\$0
		56,750		\$31,693	\$0		\$31,693			\$31,756	\$63
NCR Total											
SFS	Customers	1	\$ 60,000	\$720	\$94		\$814	\$67.82	\$67.50	\$810	\$90
	All Consumption	3,063	\$ 1,090	\$3,339	\$435		\$3,774	\$1.23	\$1.23	\$3,767	\$429
		3,063		\$4,059	\$529		\$4,588			\$4,577	\$519
SFS Total											
GC	Customers	0	\$ 9,500	\$0	\$0		\$0	\$0.00	\$9.50	\$0	\$0
	All Consumption	0	\$ 0.870	\$0	\$0		\$0	\$0.00	\$0.87	\$0	\$0
		0		\$0	\$0		\$0			\$0	\$0
GC Total											
GL	Customers	10	\$ 11,500	\$1,380	\$180		\$1,560	\$13.00	\$13.00	\$1,560	\$180
		10		\$1,380	\$180		\$1,560			\$1,560	\$180
GL Total											
Total Commercial/ Industrial Service				\$3,866,534	\$499,779		\$4,366,314			\$4,358,559	\$492,025
Total Firm Delivery Service				\$14,577,285	\$1,895,668		\$16,472,953			\$16,473,094	\$1,895,809

Chesapeake Utilities Corporation - Delaware Division
Comparison of Current and Proposed Revenue
Proposed Interim Rates
Based on a Rate Increase of \$1,895,668

Customer Class	Rate Blocks	Calculated Delivery Service Revenue	Final Customers & Billing Adjustments	Actual Delivery Service Revenue	Actual Gas Sales Service Revenue	Actual Total Revenue
RSO	Customers	\$131,442	\$1,387	\$132,829	\$0	\$132,829
	First 2.0	\$88,646	\$66	\$88,712	\$211,436	\$300,148
	Next 3.0	\$14,069	\$15	\$14,085	\$48,269	\$62,354
	Over 5.0	\$3,142	\$8	\$3,150	\$25,554	\$28,703
RSO Total		\$237,299	\$1,476	\$238,775	\$285,259	\$524,034
RSH	Customers	\$3,411,678	\$60,202	\$3,471,880	\$0	\$3,471,880
	First 2.0	\$3,521,043	(\$145)	\$3,520,899	\$8,569,165	\$12,090,063
	Next 3.0	\$2,117,647	(\$125)	\$2,117,522	\$7,413,049	\$9,530,571
	Over 5.0	\$1,423,083	(\$199)	\$1,422,884	\$11,810,443	\$13,233,327
RSH Total		\$10,473,451	\$59,733	\$10,533,184	\$27,792,657	\$38,325,841
Total Residential Service		\$10,710,751	\$61,209	\$10,771,960	\$28,077,916	\$38,849,876
GS	Customers	\$494,550	\$3,063	\$497,613	\$0	\$497,613
	First 2.0	\$234,687	(\$26)	\$234,661	\$518,979	\$753,640
	Next 3.0	\$165,175	(\$27)	\$165,148	\$536,864	\$702,012
	Over 5.0	\$302,466	(\$113)	\$302,353	\$2,230,675	\$2,533,028
GS Total		\$1,196,878	\$2,897	\$1,199,775	\$3,286,517	\$4,486,292
MVS	Customers	\$165,600	\$520	\$166,120	\$0	\$166,120
	First 20.0	\$192,261	\$1,407	\$193,667	\$763,590	\$957,257
	Over 20.0	\$229,229	\$3,680	\$232,910	\$1,997,855	\$2,230,765
MVS Total		\$587,090	\$5,607	\$592,697	\$2,761,445	\$3,354,142
LVS	Customers	\$113,040	\$480	\$113,520	\$0	\$113,520
	First 100.0	\$515,246	(\$652)	\$514,594	\$740,112	\$1,254,706
	Over 100.0	\$526,561	(\$2,693)	\$523,868	\$3,058,355	\$3,582,223
LVS Total		\$1,154,847	(\$2,865)	\$1,151,982	\$3,798,467	\$4,950,449
HLFS	Customers	\$129,120	\$840	\$129,960	\$0	\$129,960
	All Consumption	\$761,468	\$6,954	\$768,422	\$5,196,790	\$5,965,212
HLFS Total		\$890,588	\$7,794	\$898,382	\$5,196,790	\$6,095,172
NCR	Customers	\$480	\$0	\$480	\$0	\$480
	All Consumption	\$31,213	(\$2,107)	\$29,106	\$0	\$29,106
NCR Total		\$31,693	(\$2,107)	\$29,586	\$0	\$29,586
SFS	Customers	\$720	\$0	\$720	\$0	\$720
	All Consumption	\$3,339	(\$459)	\$2,880	\$39,423	\$42,303
SFS Total		\$4,059	(\$459)	\$3,600	\$39,423	\$43,023
GC	Customers	\$0	\$0	\$0	\$0	\$0
	All Consumption	\$0	\$0	\$0	\$0	\$0
GC Total		\$0	\$0	\$0	\$0	\$0
GL	Customers	\$1,380	(\$6)	\$1,374	\$2,145	\$3,519
GL Total		\$1,380	(\$6)	\$1,374	\$2,145	\$3,519
Total Commercial/Industrial Service		\$3,866,534	\$10,861	\$3,877,395	\$15,084,787	\$18,962,182
Total Firm Revenue		\$14,577,285	\$72,070	\$14,649,355	\$43,162,703	\$57,812,058

Customer Class	Proposed Delivery Service Revenue	Final Customers & Billing Adjustments	Total Proposed Delivery Service Revenue	Actual Gas Sales Service Revenue	Total Revenue After Increase	% Revenue Increase
RSO	\$148,737	\$1,387	\$150,124	\$0	\$150,124	
	\$100,768	\$66	\$100,834	\$211,436	\$312,270	
	\$15,837	\$15	\$15,852	\$48,269	\$64,121	
	\$3,530	\$8	\$3,538	\$25,554	\$29,092	
RSO Total	\$268,871	\$1,476	\$270,347	\$285,259	\$555,606	6.02%
RSH	\$3,860,583	\$60,202	\$3,920,785	\$0	\$3,920,785	
	\$4,002,504	(\$145)	\$4,002,359	\$8,569,165	\$12,571,524	
	\$2,383,607	(\$125)	\$2,383,482	\$7,413,049	\$9,796,531	
	\$1,598,970	(\$199)	\$1,598,771	\$11,810,443	\$13,409,213	
RSH Total	\$11,845,664	\$59,733	\$11,905,397	\$27,792,657	\$39,698,054	3.58%
Total Residential Service	\$12,114,535	\$61,209	\$12,175,744	\$28,077,916	\$40,253,660	3.61%
GS	\$551,070	\$3,063	\$554,133	\$0	\$554,133	
	\$267,908	(\$26)	\$267,881	\$518,979	\$786,860	
	\$186,608	(\$27)	\$186,580	\$536,864	\$723,444	
	\$345,456	(\$113)	\$345,343	\$2,230,675	\$2,576,018	
GS Total	\$1,351,041	\$2,897	\$1,353,938	\$3,286,517	\$4,640,455	3.44%
MVS	\$188,370	\$520	\$188,890	\$0	\$188,890	
	\$219,031	\$1,407	\$220,438	\$763,590	\$984,027	
	\$254,699	\$3,680	\$258,380	\$1,997,855	\$2,256,235	
	\$662,100	\$5,607	\$667,707	\$2,761,445	\$3,429,152	
MVS Total	\$1,277,170	\$480	\$127,650	\$0	\$127,650	
	\$574,804	(\$652)	\$574,152	\$740,112	\$1,314,264	
	\$600,969	(\$2,693)	\$598,275	\$3,058,355	\$3,656,631	
	\$1,302,943	(\$2,865)	\$1,300,078	\$3,798,467	\$5,098,545	
LVS	\$146,067	\$840	\$146,907	\$0	\$146,907	
	\$858,515	\$6,954	\$865,469	\$5,196,790	\$6,062,259	
	\$1,004,582	\$7,794	\$1,012,376	\$5,196,790	\$6,209,166	
HLFS	\$543	\$0	\$543	\$0	\$543	
	\$31,213	(\$2,107)	\$29,106	\$0	\$29,106	
	\$31,756	(\$2,107)	\$29,649	\$0	\$29,649	
NCR	\$810	\$0	\$810	\$0	\$810	
	\$3,767	(\$459)	\$3,308	\$39,423	\$42,731	
	\$4,577	(\$459)	\$4,118	\$39,423	\$43,541	
SFS	\$0	\$0	\$0	\$0	\$0	
	\$0	\$0	\$0	\$0	\$0	
	\$0	\$0	\$0	\$0	\$0	
GC	\$1,560	(\$6)	\$1,554	\$2,145	\$3,699	
GL	\$1,560	(\$6)	\$1,554	\$2,145	\$3,699	
Total Commercial/Industrial Service	\$4,358,559	\$10,861	\$4,369,420	\$15,084,787	\$19,454,207	2.59%
Total Firm Revenue	\$16,473,094	\$72,070	\$16,545,164	\$43,162,703	\$59,707,867	3.28%

CHESAPEAKE UTILITIES CORPORATION
DELAWARE DIVISION
PSC DOCKET NO. 97-72T – EXTENSION POLICY
(Modified in PSC Docket NO. 07-____)

PREDETERMINED CONDITIONS AND VARIABLES FOR THE "IRRM"

A. Number of Customers

The estimated number of residential heating customers will be based on the number of lots in a new residential subdivision that have been approved for development by the appropriate local, county, or state government authority responsible for approving such residential subdivision projects. At its discretion, the Company may include less than the total number of approved lots in such residential subdivision. The estimated number of customers will be phased-in over a period not to exceed ten years when the number of approved lots is less than or equal to 750. The estimated number of customers will be phased-in over a period not to exceed fifteen years when the number of approved lots is greater than 750. The Company may combine more than one residential subdivision in the same analysis in the event that more than one residential subdivision has been approved for development and can be reached by the Company through its distribution main installation.

B. Annual Non-Fuel Revenue Per Customer

The estimated annual average non-fuel revenue per residential customer will be based on the revenue normalized margin per customer approved by the Commission in PSC Docket No. 07-____, depending upon the estimated rate class for the customers in the residential subdivision. For residential subdivisions located within the expansion rate area, the estimated annual average non-fuel revenue will be the revenue normalized margin per customer of the Eastern Sussex Rider.

C. Distribution Main Installation

The estimated construction costs relative to the distribution main line extension and the new residential development main will be determined based upon the specific cost estimates for these particular mains on a project-by-project basis. The entire cost of the distribution approach main for a project will be included in the first year of the project, however the development main for a given residential subdivision(s) will be included consistent with the developer's proposed phase-in of the residential subdivision(s).

D. Service Installation and Meter Installation

The estimated construction costs relative to the installation of the service line and the meter set will be established based upon the Company's current cost of an average size service line and meter set for a typical residential service. The

CHESAPEAKE UTILITIES CORPORATION
DELAWARE DIVISION
PSC DOCKET NO. 97-72T – EXTENSION POLICY
(Modified in PSC Docket NO. 07-____)

PREDETERMINED CONDITIONS AND VARIABLES FOR THE "IRRM"

Company will provide the Commission Staff with any updated cost information relative to a typical service installation and meter installation to be used in the IRRM by March 1 of each year.

E. Operations and Maintenance Expenses

The estimated operations and maintenance expenses contained in the IRRM for a particular main line extension project will be based on a 3-year average of variable costs on a per customer basis for the most recent three calendar years unless the 3-year average is inconsistent with the particular extension project, in which case the most current year variable cost per customer will be utilized. The Company will provide the Commission Staff with any updated cost information relative to the operations and maintenance expenses per customer to be used in the IRRM by March 1 of each year.

F. Book Depreciation Life for Mains

The book depreciation life for mains for proposes of the IRRM will be based on the most recent Commission approved depreciation rate at the time of the economic analysis.

G. Capital Structure

The capital structure and associated rate of return for a given capital project will be based on the Company's capital structure, cost of equity capital, and the cost of long term debt approved in the Company's most recent base rate proceeding before the Commission. The Company does have the ability, at its discretion, to make certain main extensions that do not meet the Company's authorized rate of return, provided the projected return on equity exceeds 9.00%.

CHESAPEAKE UTILITIES CORPORATION
DELAWARE DIVISION
PSC DOCKET NO. 97-72T – EXTENSION POLICY
(Modified in PSC Docket NO. 07-)

PREDETERMINED CONDITIONS AND VARIABLES FOR THE "IRRM"

A. Number of Customers

The estimated number of residential heating customers will be based on the number of lots in a new residential subdivision that have been approved for development by the appropriate local, county, or state government authority responsible for approving such residential subdivision projects. At its discretion, the Company may include less than the total number of approved lots in such residential subdivision. The estimated number of customers will be phased-in over a period not to exceed ten years when the number of approved lots is less than or equal to 750. The estimated number of customers will be phased-in over a period not to exceed fifteen years when the number of approved lots is greater than 750. The Company may combine more than one residential subdivision in the same analysis in the event that more than one residential subdivision has been approved for development and can be reached by the Company through its distribution main installation.

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B. Annual Non-Fuel Revenue Per Customer

The estimated annual average non-fuel revenue per residential customer will be based on the revenue normalized margin per customer, approved by the Commission in PSC Docket No. 07- , depending upon the estimated rate class for the customers in the residential subdivision. For residential subdivisions located within the expansion rate area, the estimated annual average non-fuel revenue will be the revenue normalized margin per customer of the Eastern Sussex Rider.

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C. Distribution Main Installation

The estimated construction costs relative to the distribution main line extension and the new residential development main will be determined based upon the specific cost estimates for these particular mains on a project-by-project basis. The entire cost of the distribution approach main for a project will be included in the first year of the project, however the development main for a given residential subdivision(s) will be included consistent with the developer's proposed phase-in of the residential subdivision(s).

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D. Service Installation and Meter Installation

The estimated construction costs relative to the installation of the service line and the meter set will be established based upon the Company's current cost of an average size service line and meter set for a typical residential service. The

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CHESAPEAKE UTILITIES CORPORATION
DELAWARE DIVISION
PSC DOCKET NO. 97-72T – EXTENSION POLICY
(Modified in PSC Docket NO. 07-)

PREDETERMINED CONDITIONS AND VARIABLES FOR THE "IRRM"

Company will provide the Commission Staff with any updated cost information relative to a typical service installation and meter installation to be used in the IRRM by March 1 of each year.

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E. Operations and Maintenance Expenses

The estimated operations and maintenance expenses contained in the IRRM for a particular main line extension project will be based on a 3-year average of variable costs on a per customer basis for the most recent three calendar years unless the 3-year average is inconsistent with the particular extension project, in which case the most current year variable cost per customer will be utilized. The Company will provide the Commission Staff with any updated cost information relative to the operations and maintenance expenses per customer to be used in the IRRM by March 1 of each year.

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F. Book Depreciation Life for Mains

The book depreciation life for mains for proposes of the IRRM will be based on the most recent Commission approved depreciation rate at the time of the economic analysis.

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G. Capital Structure

The capital structure and associated rate of return for a given capital project will be based on the Company's capital structure, cost of equity capital, and the cost of long term debt approved in the Company's most recent base rate proceeding before the Commission. The Company does have the ability, at its discretion, to make certain main extensions that do not meet the Company's authorized rate of return, provided the projected return on equity exceeds 9.00%.

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